

Presentation to Shareholders

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Chief Executive Officer

CONTENT

- 2022 Financial Performance
- 2022 Market Performance and Highlights
- Key Initiatives for 2023

2022

Financial Performance

Financial Highlights for 2022

Softer performance on the back of
normalised securities trading
revenue

RM585.3 m

▼ 22.1 %

OPERATING
REVENUE

RM292.7 m

▲ 1.4 %

OPERATING
EXPENSES

RM226.6 m

▼ 36.2 %

PROFIT
AFTER TAX

49 %

▲ 11 p.p.

COST
TO INCOME
RATIO

28 %

▼ 13 p.p.

ROE

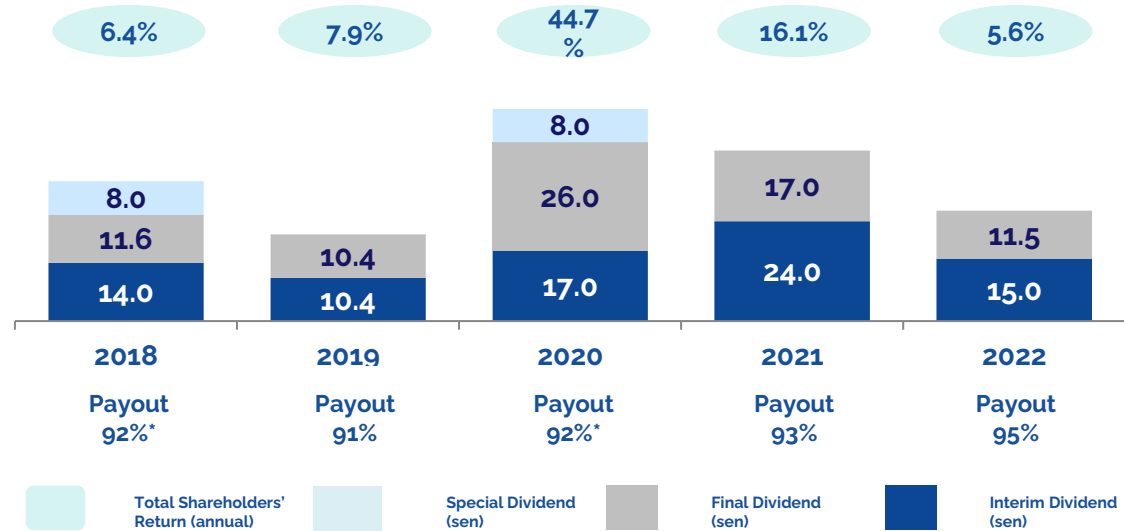
28.0 sen

▼ 36.2 %

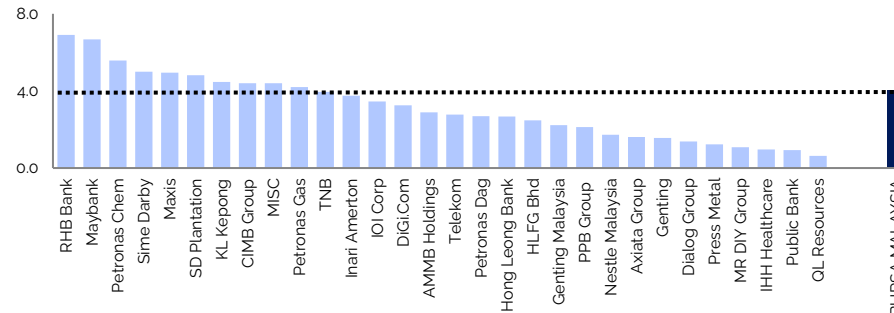
EPS

Consistent Dividend Payout

- **RM214.5 million** in total dividend paid in FY2022
- Dividend yield of **4.0%**



* Exclude special dividend



Source: Bloomberg and Bursa Malaysia
As at 31 December 2022

2022

Market Performance

- Market Highlights
- 2022 Developments & Initiatives

Securities Market

- Increase in fund raising activities, both through IPOs and secondary market

Key 2022 Highlights



- ADV-OMT normalised to **RM2.1 billion** (2022: RM3.5 billion)
- Retail ADV contribution **normalised at 26%** (2022: 38%)
- **27% increase** in fund raised from new listings
- **58% increase** in fund raised from secondary market



Attracted new investors

- **168,696** new CDS accounts
- **59%** of new individual accounts opened were investors aged 26 to 45 years old



Diversified product offerings

- **35** new IPOs
- **1,447** new Structured Warrants

Funds Raised

+53.5% ▲

RM26.0 bil
From new listings and secondary market

Market Capitalisation

-3.0% ▼

RM1,736 bil

ADV-OMT

-41.5% ▼

RM2.1 bil

Velocity

-19.0 p.p. ▼

30%

Derivatives Market

- Another record year with a total of **19.1 million** contracts traded

2022 Key Achievements and Highlights

Average Daily
Contracts
(ADC)

▲ **+4.6%**
78,621 contracts



2022 Highlights

- Achieved historical high for total ADC
- Highest yearly FCPO trading volume – **16,206,958** contracts
- Grew foreign participation: **54%** of ADC in 2022 (2021: 46%)
- Night trading ADC increased to **7,967 contracts** (2021: 3,220 contracts).



Product Expansion

- Launched **FTSE4GOOD Bursa Malaysia Index Futures (F4GM)**
- Revamped **Gold Futures (FGLD)**
- Launched **Inter-commodity Spread (ICS)** between FCPO and FEPO



Improved Ecosystem & Accessibility

- Enhanced the **After-Hours Trading** by further extending the trading session
- Introduced **Alternative Delivery Procedure (ADP)** to provide greater flexibility in making physical deliveries of FCPO, FEPO and FPKO
- Hosted the inaugural **East Malaysia Palm & Lauric Oils Price Outlook Conference & Exhibition (emPOC)**

Islamic Markets

- Strengthened our position in ICM
- Widening our reach & recognition

2022 Key Achievements and Highlights



- Recognised as **'Best Stock Exchange for Islamic Listings'** by Islamic Finance News for five consecutive years



Launched new ESG themed **FTSE Bursa Malaysia Top 100 ESG Low Carbon Select Shariah Index (FBM100LS)**



- Issued enhanced **'Best Practices in Islamic Stockbroking Services Undertaken by Participating Organisations'**

Bursa Suq Al-Sila' (BSAS)

ADV

▲ **+22.3%**

RM45.6 bil

Total No. of Registered Participants

299 ▲ 325
2021 2022

Shariah-compliant PLCs

Market Capitalisation

▼ **-5.3%**

RM1,156 bil

Percentage of Shariah-compliant PLCs

79% ▲ 81%
2021 2022

Highlights & Initiatives in 2022

Significant progress made in 2022, in line with the targets in our Strategic Roadmap 2021-2023

MISSION

Creating Opportunities, Growing Value

VISION

To be ASEAN's leading, sustainable and globally-connected marketplace

Strategic Roadmap 2021-2023

3 CORE STRATEGIES



- Product Expansion
- Ecosystem Development
- Capacity & Capabilities Building

4 ENABLERS



- Data & Innovation
- Technology
- Ecosystem
- People & Culture

5 STRATEGIC PILLARS



- Strengthening Our Core Business – Securities Market
- Diversifying The Derivatives Business
- Positioning Bursa Malaysia as the Global Hub for Islamic Capital Market
- Providing New & Improved Services to the Capital Market
- Embedding Sustainability in our Organisation & Marketplace



Product & Service Expansion

In line with our core strategies, we continued to broaden our product & service offerings in 2022

- **New launches:**
 - **Enhanced Gold Futures (FGLD) contract**
 - **Cash-settled FTSE4Good Bursa Malaysia Index Futures (F4GM) contract**
 - **Two new ESG-themed indices with FTSE Russell, namely - FBM Top 100 ESG Low Carbon Select Index & FBM Top 100 ESG Low Carbon Select Shariah Index**
 - **Bursa Carbon Exchange (BCX), the world's first Shariah-compliant voluntary carbon market**
 - **Bursa Fund Platform, an interactive fund information platform**
- **Onboarded Malacca Securities Sdn Bhd as the first Islamic Participating Organisation to offer Shariah Discretionary Trading service to its clients**
- **Entered into a shareholders' agreement with RAM Holdings Berhad to develop a new debt fundraising platform**
- **Signed a partnership agreement with Colt Technology Services Limited to offer an end-to-end market data feed and connectivity to international clients**

Introduced various initiatives to create a more conducive, facilitative and competitive marketplace



Ecosystem Development



Strengthen market vibrancy

- Launched PLC Transformation Programme and published 5 digital guidebooks
- Introduced Bursa Research Incentive Scheme (Bursa RISE)
- Launched Phase 1 of Market Sentiment Analyser tool
- Bursa Malaysia Derivatives Berhad extended After-Hours (T+1) trading session for selected derivatives contracts



Embed sustainability into our marketplace

- Enhanced the sustainability reporting framework in the Main & ACE Markets Listing Requirements
- Launched Shares2share Share Donation Programme
- Signed MOU with London Stock Exchange Group to expand ESG collaboration
- Signed a MOU with HSBC Amanah Malaysia Berhad and CIMB Group Holdings Berhad under the #financingESG initiative



Enhanced rules & supportive frameworks

- Issued public consultation paper on proposed transfer of listing framework from the LEAP Market to ACE Market
- Issued public consultation paper on proposed amendments to Main Market Listing Requirements in relation to listed REITs and ETFs with Waqf feature
- Enhanced Main & ACE Markets Listing Requirements to strengthen board independence, quality and diversity

Key Initiatives for 2023

CORE STRATEGY 1

PRODUCT EXPANSION

Product Expansion



Increase Market Competitiveness

- Attract quality IPOs
- Boost core product offerings
- Grow ESG & ETF products
- Provide new platforms/ services for market participants
- Offer new data solutions
- Provide access to new asset classes



Exemplify Islamic Thought Leadership

- Cement our leading ICM position via innovative & impactful solutions



Widen Derivatives Offerings

- Strengthen our suite of palm oil complex products
- Other new financial/equity, and commodity derivatives

Key initiatives for 2023

- Facilitate exciting IPOs that cover diverse sectors, including technology-based companies
- Auction and trading kick-off of Bursa Carbon Exchange
- Launch debt fundraising platform
- Introduce new data products and solutions

- Launch Bursa Gold Dinar
- Develop SRI and waqf-featured products

- Launch of mini futures contract
- Licensing of foreign derivatives products

CORE STRATEGY 2

ECOSYSTEM DEVELOPMENT

Ecosystem Development



Grow Market Vibrancy & Liquidity

- Implement various programs to boost market vibrancy and increase trading
- Facilitate retail investors' trading participation



Promote Stickiness & Internationalisation

- Deliver enhancements across the value chain to increase efficiencies of participation in the market
- Expand our global reach



Embed Sustainability in our Marketplace

- Implement initiatives to drive better sustainability practices among PLCs
- Advance PLCs' ESG adoption by collaborating with financial institutions to offer competitive sustainable financing
- Provide standardised ESG data and promote its usage to financial institutions and investors

Key initiatives for 2023

- Ramp up participation in PLC Transformation Programme
- Introduce listing transfer framework from the LEAP Market to ACE Market & enhance Recognised Approved Adviser Framework
- Broaden investors' access to more research reports and engaging contents

- Recruitment of Remote Trading Participants

- Expand coverage of FTSE Russell ESG scores to eventually cover all PLCs listed on the Main & ACE Markets
- Launch Centralised Sustainability Reporting Platform to facilitate ESG disclosures
- Raise awareness of the carbon market, & broaden outreach to new participants

CORE STRATEGY 3

CAPACITY & CAPABILITIES BUILDING

Capacity & Capabilities Building



Leverage technology for multi-pronged benefits

- Invest in technology upgrades and resilience of core infrastructure systems and applications
- Employ cloud-based and robotic process automation solutions to drive cost efficiencies
- Reinvent technology delivery to stakeholders



Innovation via Proof of Concepts (PoCs)

- Leapfrog our fintech capabilities via completion of PoCs - towards innovative solutions that enhance our agility & efficiency



Grow Organisational Performance

- Implement identified programs to strengthen our talent pool
- Develop our enterprise data management capabilities

Key initiatives for 2023

- Securities trading system enhancements
- Implement the revamped BSAS 2.0
- Invest in technology to deliver more seamless Customer Experience (CX) throughout our touchpoints

- Continue to explore PoCs to test new technology and product concepts

- Implement subsequent phases in modernising our Enterprise Data Platform
- Multiple learning platforms to accelerate staff development and equip with new skills

We are committed to achieve our Headline KPIs in 2023

Financial

1



**Profit Before
Tax (PBT)**

Target:
RM295 mil to RM326 mil

2



**Non-Trading
Revenue (NTR)**

Target:
Growth rate of 5%-7%
from FY2022

Non-financial

Product Expansion & Ecosystem Development

4



**IPOs &
IPO Market
Capitalisation**

Target:

39 IPOs &
RM10.0 bil total IPO
Market Cap

5



**Innovative
product/service
launches**

Target:

- Launch of Bursa Gold Dinar
- Commercialisation of new debt fundraising solution for SMEs

6



**Reduction in
organisation's
carbon footprint**

Target:

Reduction of $\geq 5\%$ of
Scope 1 & 2
emissions from
FY2022

Thank you for your support as shareholders....

**The Board and Management of Bursa Malaysia will give our best
to maximise shareholders' value**

Thank you

